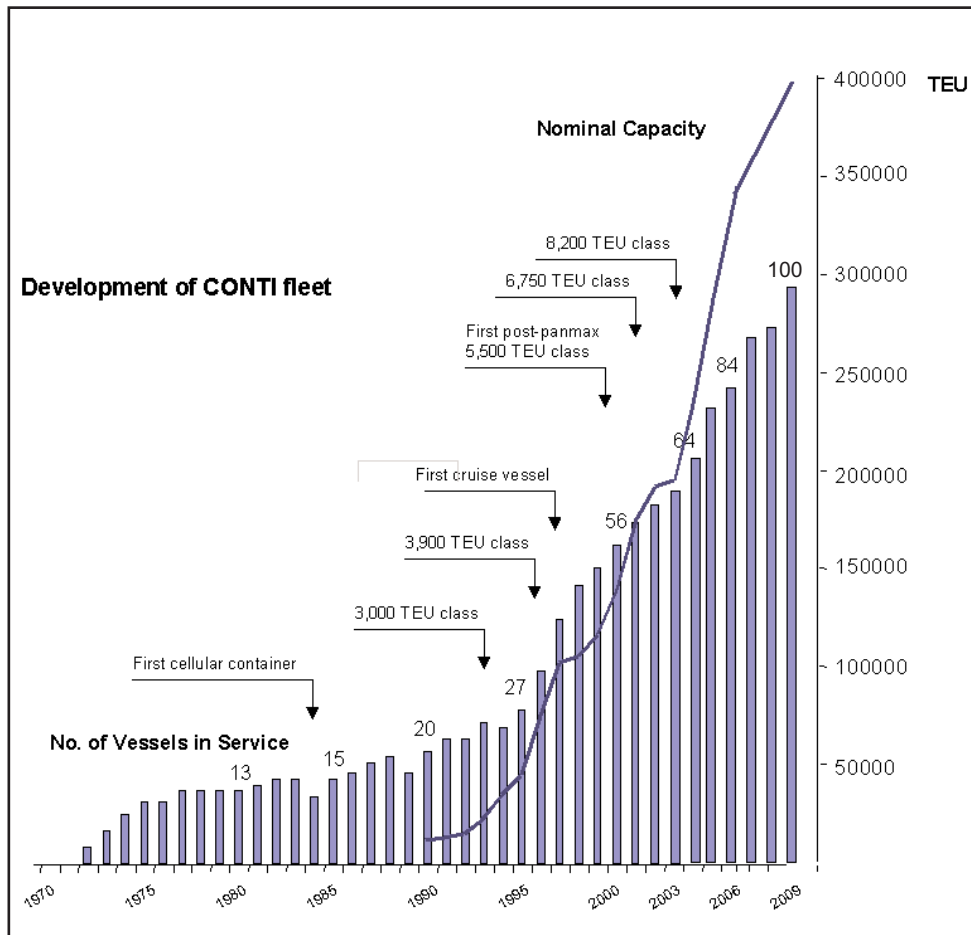




CONTInuity in Innovation and Reliability

Since 1970

# Fleet Development



# Development of the CONTI Group – Track Record of Reliability and Innovation



The wealth of nations depends on international trade. During the last three decades, the volume of goods being shipped overseas has increased by more than 100 per cent, and now adds up to 5.6 billion tonnes p.a.

Bigger and more complex ship systems have had to be introduced to meet the demand for increased transportation capacity, entailing an increase in investment volume.

It was with this in mind that CONTI was founded in 1970 by five private entrepreneurs in Munich, Bavaria. The company was the first in modern times to bring together private capital for the off-balance-sheet financing of ships and real estate projects.

The first vessels financed by the company were MV Parzival and MV Lohengrin (general cargo) of 7,350 tdw each. Since then, the size of the vessels and the related investment volumes have increased steadily, with 33 boxships of the post-pan-max class being financed and put into service by CONTI since 1999 and 2 on order.

Over the past 35 years, CONTI has continuously adapted its scope of activities to changing market needs, for example by providing clients with technological and operational support in the handling of increasingly complex projects. After several years of close cooperation with Niederelbe Schiffahrtsgesellschaft Buxtehude (NSB), CONTI established a strategic partnership with NSB in response to this market demand. In 2003 CONTI also took a holding in Bremer Bereederungsgesellschaft (BBG).

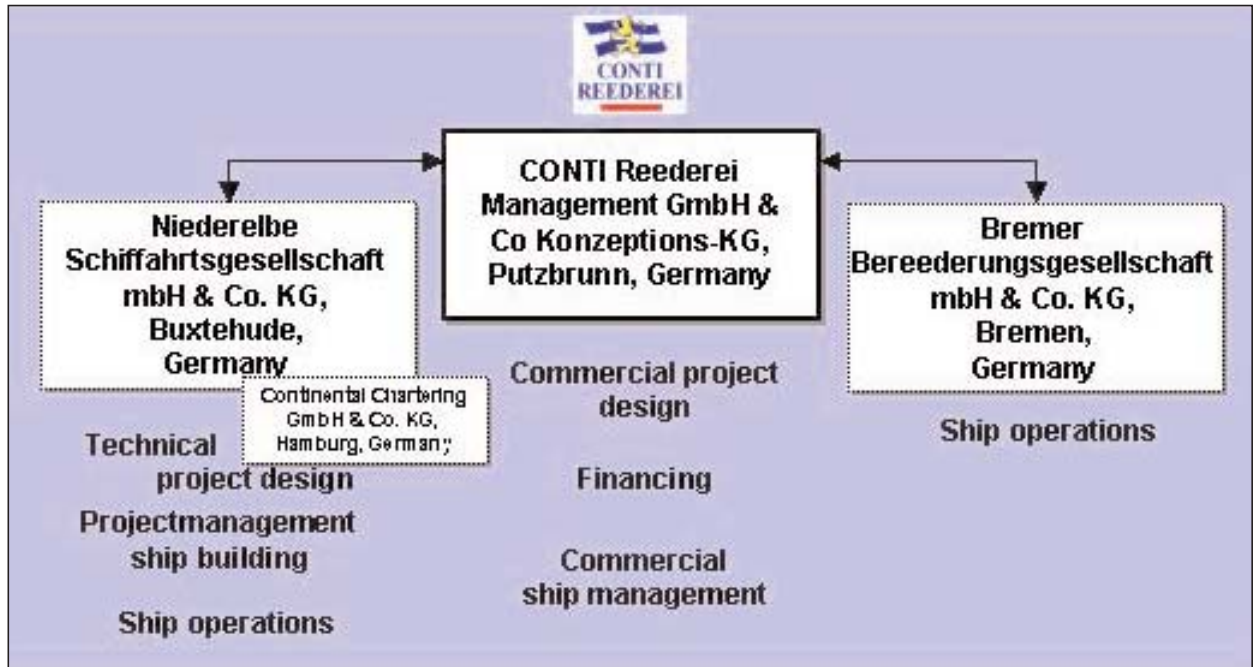
NSB and BBG supervise newbuildings and operate vessels on behalf of CONTI and third-party ship owners. With an impressive track record in shipbuilding and ship management, NSB and BBG have a worldwide reputation for outstanding technical know-how, efficiency and reliability.

Having realized more than 100 shipbuilding projects, the CONTI Group now has one of the largest and newest container fleets worldwide. At present it owns and operates a fleet of 79 vessels and has an order list of 18 ship-projects, including tankers and cruise vessels.

The CONTI Group, which is still a privately owned enterprise, has a long established reputation for:

- long-standing and reliable relationships with business partners
- short reaction and decision-making times in response to client needs
- customer-oriented workflow
- first-class commercial and technical know-how

# The CONTI Group



## Charter Partners:

 CMA CGM (F)	 Hanjin Shipping (ROK)	 MSC (CH)	 Yang Ming Lines (RC)
 Contship (GB)	 Hapag-Lloyd (GER)	 NCLL (M)	 Wan Hai Lines (RC)
 CSAV (CL)	 K-Line (J)	 NYK Line (J)	APL/NOL (SGP) COSCO (HK) Dongnama (ROK) Emirates Shipping (UAE) Goldstar (HK) Heung - A (ROK) Lykes (USA) MISC (MAL) OOCL (HK) PIL (SGP) Safmarine (B) UASC (KWT) ZIM (IL)
 CSCL (RC)	 Kien Hung (RC)	 PACC (SGP)	
 Evergreen (RC)	 Maersk Line (DK)	 Senator Lines (GER)	
 Hamburg Süd (GER)	 Mitsui O.S.K. Lines (J)	 Uniglor Marine (RC)	and more



Thanks to more than 35 years of continuous and successful development, the CONTI Group is today one of the world's leading partners in the international financing and shipping community, offering services from the definition of commercial and technical requirements to pre-financing, shipbuilding and vessel operation.

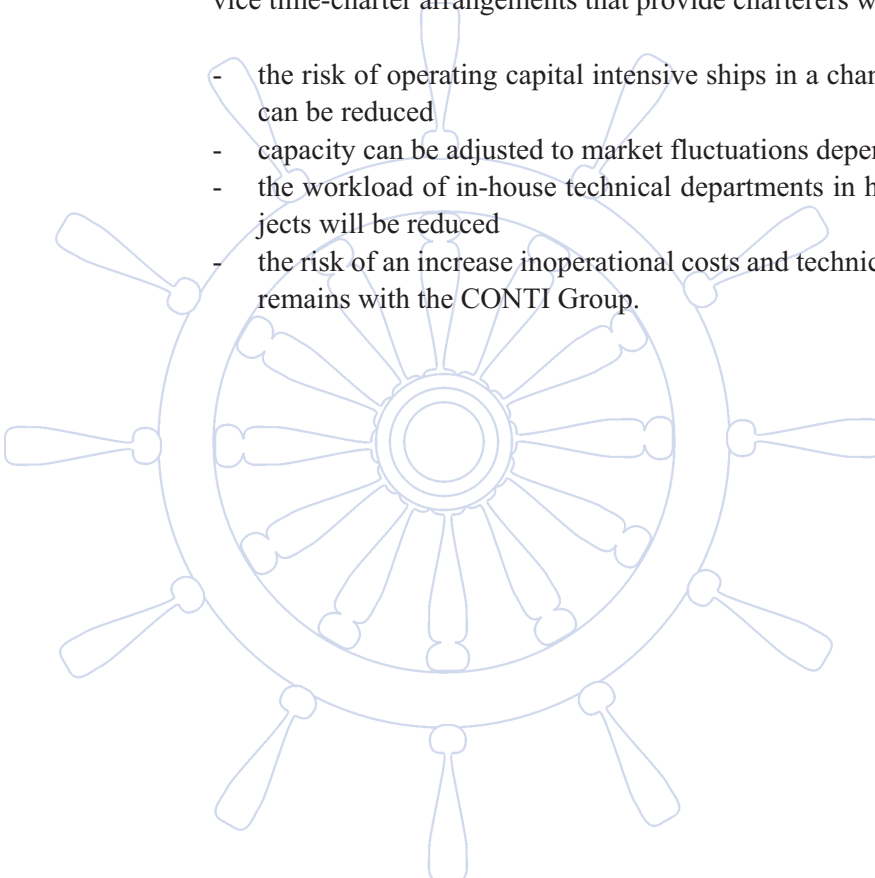
Its scope of activities includes:

- [definition of the commercial and technical parameters](#) of ship systems
- [off-balance-sheet financing](#) of vessels of all types and specifications
- [project management](#) of shipbuilding activities
- [commercial ship management](#) of existing fleet; provision of chartering services
- [operation of container vessels](#) and LPGs

Liner shipping companies avail themselves of these services, either as a package or individually.

In collaboration with NSB/BBG and closely related partners, CONTI offers full-service time-charter arrangements that provide charterers with several advantages:

- the risk of operating capital intensive ships in a changing market environment can be reduced
- capacity can be adjusted to market fluctuations depending on charter periods
- the workload of in-house technical departments in handling shipbuilding projects will be reduced
- the risk of an increase in operational costs and technically-related off-hire times remains with the CONTI Group.



# Partners in Ship Building



## Ship Yards:



Deggendorfer (GER)



Hyundai Heavy (ROK)



Peters Werft (NL)



Zhejiang Shipbuilding (PRC)



DSME (ROK)



Kvaerner Warnow (GER)



Samsung Heavy (ROK)

China Shipbuilding (RC)



Hanjin Heavy (ROK)



MTW (GER)



Schichau Seebeck (GER)

Daewoo Mangalia (RO)

Hyundai Mipo (ROK)

Thyssen Nordseewerke (GER)



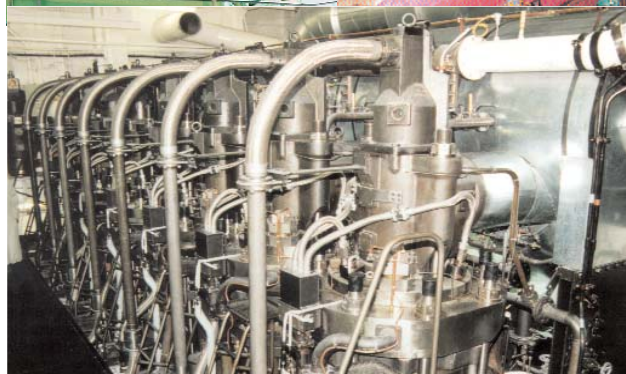
HDW (GER)



Pattje Werft (NL)



Yangzijiang (PRC)



# Definition of Commercial and Technical Parameters – Enhancing the Effectiveness of Shipbuilding Projects



The economic efficiency of a shipbuilding project is largely determined at the design stage.

In this phase of the project life cycle, charterers' requirements in terms of capacity, speed, charter cost and delivery dates have to be reconciled with technical and commercial constraints as well as shipyard capacity and capabilities.

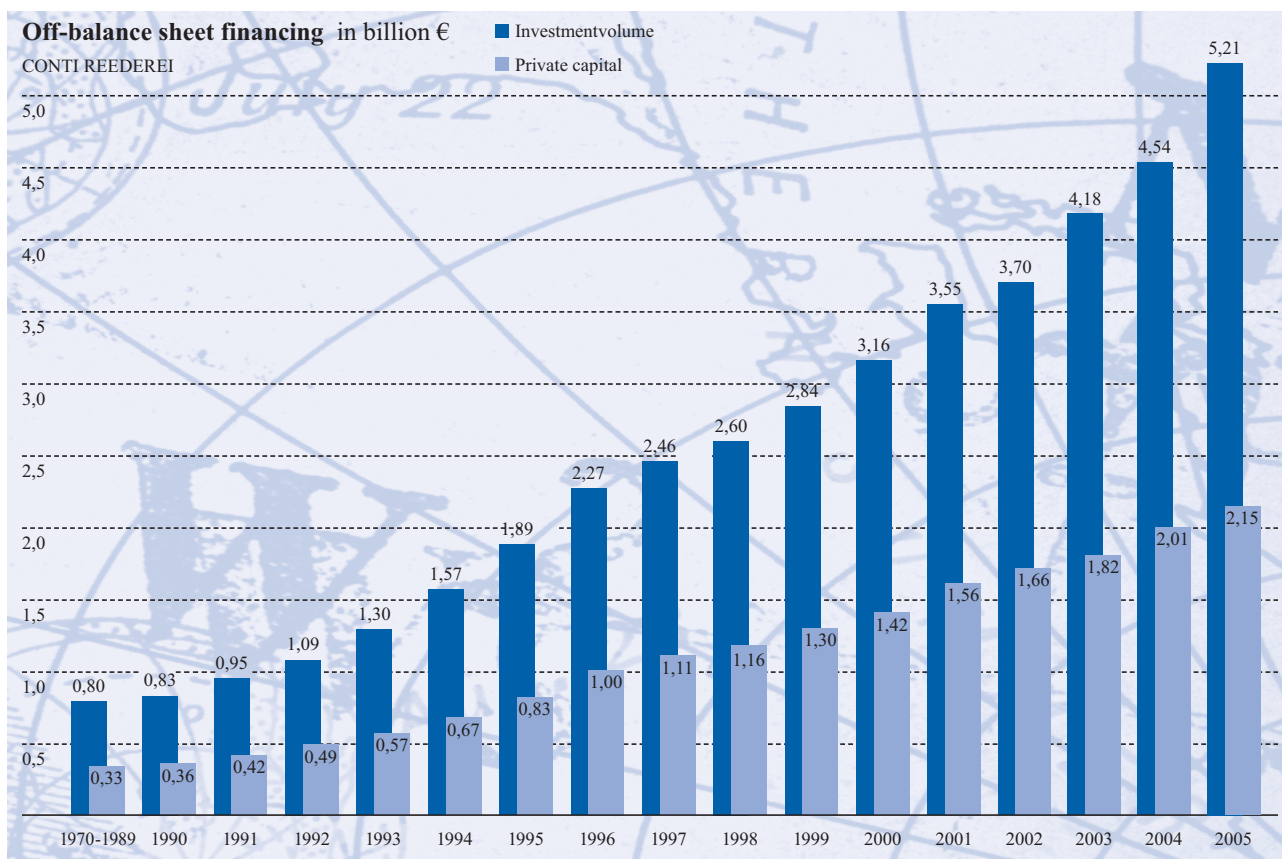
Based on experience of numerous shipbuilding projects and excellent relationships with the world's leading shipyards, the CONTI Group offers unique services at the design stage of a project since it can

- exert its purchasing power on suppliers due to the high number of vessels already put into service or lined up for forthcoming projects,
- optimize design and construction costs by selecting shipyards specializing in a particular type of vessel,
- provide designs that have been tried and tested in its running fleet, thus ensuring quality and efficiency,
- realize considerable economies of scale by building ships as repeat orders.

Apart from the technical aspects, a project must also be optimized in commercial terms:

- the length of the charter period may influence the terms of charter hire
- payments in any major currency can be included in financial concepts
- international tax benefits may apply in connection with specific commercial project designs.

# Partners in Financing



## Banking Partners:



Bremer Landesbank AG



Dresdner Bank AG



Norddeutsche Landesbank



Commerzbank AG



HSH Nordbank



HypoVereinsbank AG



Deutsche Schiffsbank AG



Kreditanstalt für  
Wiederaufbau

# Off-Balance-Sheet Financing – A Way of Enabling Growth



Developing a business in the shipping industry usually requires considerable investment. Setting up a new trade with container vessels, for example, or building a cruise vessel can over-strain operator balance sheets. That is why approximately 30% of the world container fleet has been financed off-balance by German KG owners/managers.

CONTI has specialized in off-balance-sheet ship-financing, thus taking a share in the particular business risks of its charter partners such as:

- cost increases over the period of the C/P,
- risks to the environment such as oil spills,
- technical risks resulting in off-hire times.

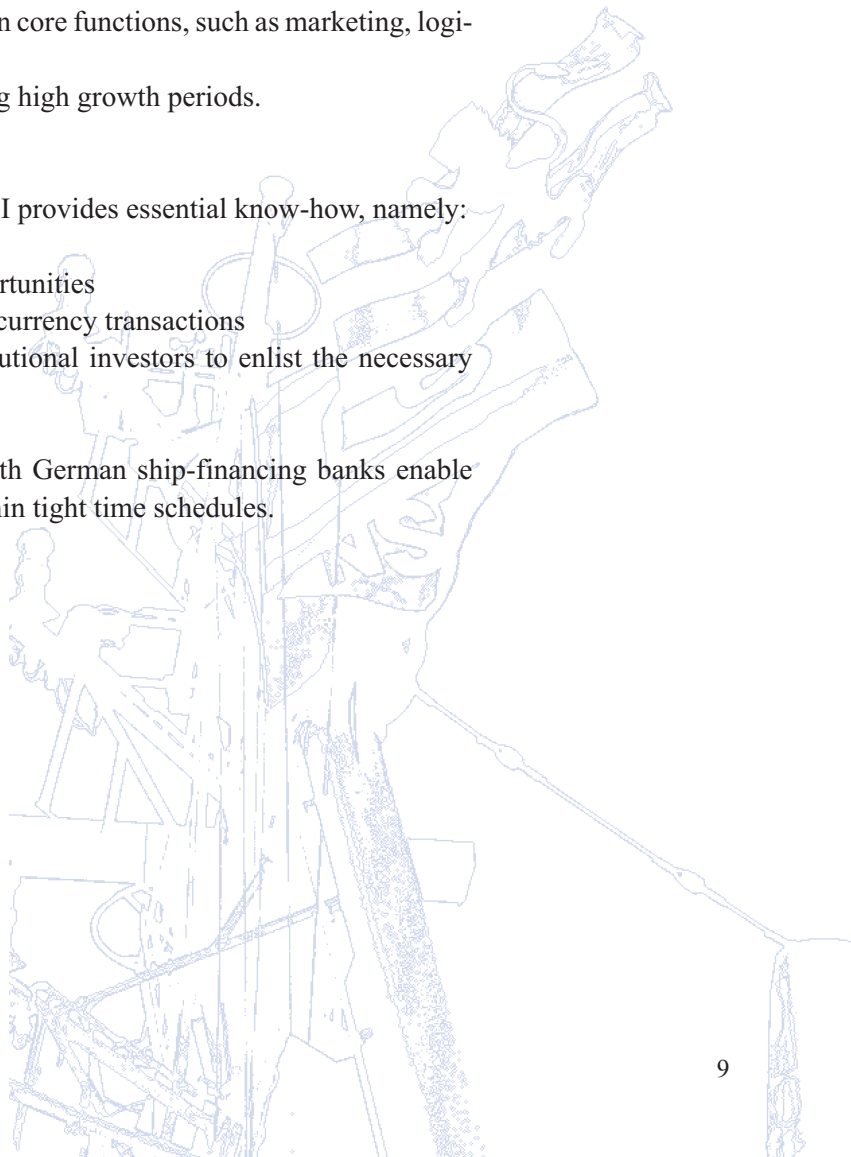
Charterers therefore can

- realize growth within a short period of time free from the financial constraints of balance sheets,
- concentrate available financial funds on core functions, such as marketing, logistics, marine operations and IT,
- maintain credit-worthiness even during high growth periods.

To offer attractive financing terms, CONTI provides essential know-how, namely:

- constant monitoring of tax break opportunities
- monitoring and optimization of cross-currency transactions
- access to numerous private and institutional investors to enlist the necessary equity even for complex projects.

Long-lasting and proven relationships with German ship-financing banks enable CONTI to conduct financing projects within tight time schedules.





## Container Vessels

### 1.000 TEU - 1.999 TEU

MV »CONTI SYDNEY« (1.597 TEU)  
MV »CONTI LA SPEZIA« (1.597 TEU)  
MV »CONTI JORK« (1.597 TEU)  
MV »CONTI BARCELONA« (1.597 TEU)  
MV »CONTI GERMANY« (1.597 TEU)  
MV »CONTI ASIA« (1.599 TEU)  
MV »CONTI HONG KONG« (1.743 TEU)  
MV »CONTI ARABIAN« (1.793 TEU)

### 2.000 TEU - 2.999 TEU

MV »CONTI TBN« (2.100 TEU)  
MV »CONTI TBN« (2.100 TEU)  
MV »CONTI TBN« (2.100 TEU)  
MV »CONTI TBN« (2.100 TEU)  
MV »CONTI TBN« (2.100 TEU)  
MV »CONTI SEATTLE« (2.113 TEU)  
MV »CONTI BILBAO« (2.456 TEU)  
MV »CONTI CARTAGENA« (2.456 TEU)  
MV »CONTI MALAGA« (2.456 TEU)  
MV »CONTI VALENCIA« (2.456 TEU)  
MV »CONTI EMDEN« (2.702 TEU)  
MV »CONTI ESPERANCE« (2.760 TEU)  
MV »CONTI WELLINGTON« (2.760 TEU)  
MV »CONTI BRSIBANE« (2.760 TEU)  
MV »CONTI ALBANY« (2.760 TEU)  
MV »CONTI HARMONY« (2.890 TEU)

### 3.000 TEU - 3.999 TEU

MV »TOKYO SENATOR« (3.017 TEU)  
MV »WASHINGTON SENATOR« (3.017 TEU)  
MV »CALIFORNIA SENATOR« (3.017 TEU)  
MV »LONDON SENATOR« (3.017 TEU)  
MV »HONGKONG SENATOR« (3.017 TEU)  
MV »CONTI CHIWAN« (3.469 TEU)  
MV »CONTI SHARJAH« (3.469 TEU)  
MV »CONTI SHANGHAI« (3.469 TEU)  
MV »CONTI SINGA« (3.469 TEU)  
MV »CARRIBEAN SEA« (3.655 TEU)  
MV »SARGASSO SEA« (3.655 TEU)  
MV »YELLOW SEA« (3.655 TEU)  
MV »WHITE SEA« (3.655 TEU)

### 4.000 TEU - 4.999 TEU

MV »CONTI NICE« (4.035 TEU)  
MV »CONTI NANTES« (4.035 TEU)  
MV »CONTI TIANJIN« (4.300 TEU)  
MV »CONTI GALAXY« (4.300 TEU)  
MV »CONTI ANPING« (4.300 TEU)  
MV »CONTI MARSEILLE« (4.300 TEU)  
MV »CONTI TBN« (4.900 TEU)  
MV »CONTI TBN« (4.900 TEU)  
MV »CONTI TBN« (4.900 TEU)  
MV »CONTI TBN« (4.900 TEU)

### 5.000 TEU - 6.999 TEU

MV »CONTI CAIRO« (5.447 TEU)  
MV »CONTI TAIPEH« (5.447 TEU)  
MV »CONTI HELSINKI« (5.447 TEU)  
MV »CONTI GÖTEBORG« (5.447 TEU)  
MV »CONTI CANBERRA« (5.618 TEU)  
MV »CONTI DARWIN« (5.618 TEU)  
MV »CONTI FREMANTLE« (5.618 TEU)  
MV »CONTI MELBOURNE« (5.618 TEU)  
MV »CONTI LISSABON« (5.752 TEU)  
MV »CONTI PORTO« (5.752 TEU)  
MV »CONTI BASEL« (5.752 TEU)  
MV »CONTI MADRID« (5.752 TEU)  
MV »CONTI PARIS« (6.251 TEU)  
MV »CONTI LYON« (6.251 TEU)  
MV »MSC FLAMINIA« (6.732 TEU)  
MV »MSC ILONA« (6.732 TEU)  
MV »MSC ALESSIA« (6.732 TEU)

### 7.000 TEU - 10.000 TEU

MV »CONTI BOSTON« (7.445 TEU)  
MV »CONTI MIAMI« (7.445 TEU)  
MV »CONTI BALTIMORE« (7.445 TEU)  
MV »CONTI YANTIAN« (7.445 TEU)  
MV »CONTI DALLAS« (7.445 TEU)  
MV »CONTI CORTESIA« (8.037 TEU)  
MV »CONTI CHAMPION« (8.037 TEU)  
MV »CONTI CHARMING« (8.037 TEU)  
MV »CONTI COURAGE« (8.037 TEU)  
MV »CONTI CHIVALRY« (8.037 TEU)  
MV »CONTI CONTESSA« (8.037 TEU)  
MV »CONTI CONQUEST« (8.037 TEU)  
MV »CONTI CRYSTAL« (8.037 TEU)  
MV »CONTI EVEREST« (8.238 TEU)  
MV »CONTI MAKALU« (8.238 TEU)  
MV »CONTI ANNAPURNA« (8.238 TEU)  
MV »CONTI TBN« (9.700 TEU)  
MV »CONTI TBN« (9.700 TEU)



## **Tanker Vessels – LPG**

MT »ALSTERGAS« (4.200 cbm)  
MT »ISARGAS« (4.200 cbm)

## **Tanker Vessels – Product/ Chemical**

### **Handysize**

MT »CONTI TBN« (37.000 DWT)  
MT »CONTI TBN« (37.000 DWT)  
MT »CONTI TBN« (37.000 DWT)  
MT »CONTI TBN« (37.000 DWT)  
MT »CONTI TBN« (37.000 DWT)  
MT »CONTI TBN« (37.000 DWT)

### **Aframax**

MT »CONTI TBN« (105.000 DWT)  
MT »CONTI TBN« (105.000 DWT)

## **Cruise Vessels**

MV »COLUMBUS« (420 pax)  
MV »PRIMADONNA« (196 pax)  
MV »JOHANNES BRAHMS« (84 pax)

## **Special Purpose Vessels**

MV »CONTI JAYA« (310 TEU)  
MV »CONTI BANGKA« (306 TEU)  
MV »CONTI BANDA« (306 TEU)

# Project Management – Building the Foundations for Effective Operations



During the last 35 years, the fastest development in maritime transportation has taken place in the field of container shipping. From the late 1980s to today, the size of container vessels has doubled approximately every seven years, requiring a continuous innovation process in ship design and shipbuilding.

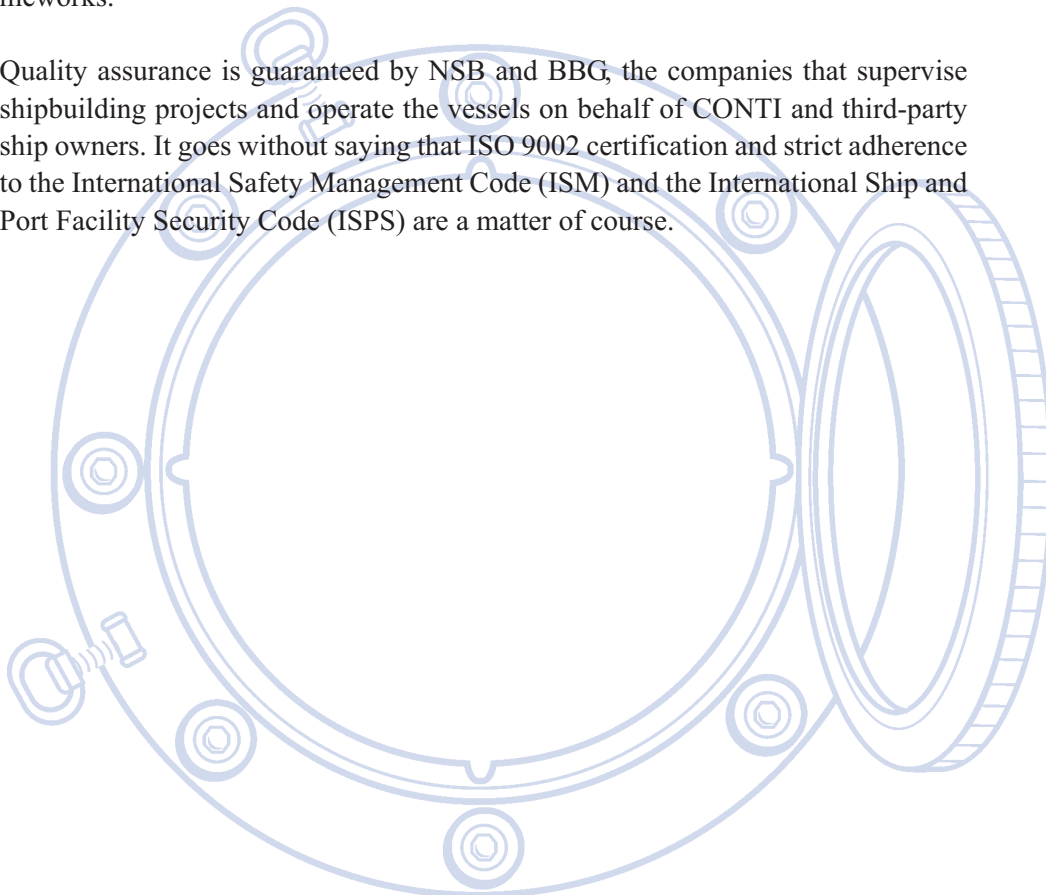
The CONTI Group has contributed to this development by cooperating closely with yards as well as IACS classification societies in the development of new and optimized ship design concepts.

The Group has acquired an outstanding knowledge base during this time, thanks to the supervision of more than 100 shipbuilding projects including 33 post-panamax container vessels currently in operation.

At major Korean and Chinese yards, the CONTI Group operates on-site offices to supervise shipbuilding projects on behalf of the Group and third-party clients.

Thanks to the competence and the commitment of its staff, the CONTI Group delivers on schedule and in line with technical specifications and investment frameworks.

Quality assurance is guaranteed by NSB and BBG, the companies that supervise shipbuilding projects and operate the vessels on behalf of CONTI and third-party ship owners. It goes without saying that ISO 9002 certification and strict adherence to the International Safety Management Code (ISM) and the International Ship and Port Facility Security Code (ISPS) are a matter of course.



# Commercial Ship Management – Providing Capacity As Required



Operators' requirements of ship systems change over time: smaller vessels have to be replaced by bigger ones or additional ships are required to increase service frequency or to add new ports to existing routes.

CONTI's Commercial Ship Management department together with Continental Chartering as its dedicated broker are the ideal partners as far as charters are concerned. This team of specialists not only optimizes financing structures of the existing fleet but also manages maintenance times and - most importantly from a charterer's point of view - negotiates charter agreements.

CONTI's fleet comprises container vessels from 300 TEU to 9,700 TEU, tankers and cruise vessels.

Chartering ships instead of investing in own tonnage can be advantageous for shipping companies for several reasons:

- fleets can be adjusted to changing demand
- charterers can develop whole new trades easily since CONTI operates a fleet consisting of several identical ships out of a large number of various types of vessels
- schedule reliability is guaranteed thanks to CONTI's continuous investment in captain, officer and crew training and high quality vessel operating
- highly competitive transit times are ensured thanks to a state-of-the-art fleet.

# Ship Operation – Meeting the Highest Standards in Efficiency



Reliability is crucial to liner shipping companies. Stringent ship operation standards enable charterers/operators to guarantee reliable services and also result in low maintenance costs and limited off-hire times.

Thanks to dedicated managers and a company organization tested in day-to-day practice, the full potential of our staff goes into satisfying client requirements by keeping ships in a good state of maintenance and ensuring low running costs.

As members of the CONTI Group, NSB and BBG operate vessels in line with the requirements of the German flag and the German shipping register.

NSB and BBG employ more than 2,750 seamen in the operation of 70 CONTI-owned vessels and 34 third-party vessels to the complete satisfaction of more than 30 charterers.

To reduce off-hire times a dedicated ship maintenance organisation has been established with own staff on partner shipyards to organize and supervise repairs and class related surveys.

# Your Contact



## **Commercial project design and ship financing:**

**CONTI REEDEREI Management  
GmbH & Co. Konzeptions KG  
- Project Department -**  
Wernher-von-Braun-Str. 10  
85640 Putzbrunn/Munich, Germany  
Phone: +49 (0)89 - 45 65 50 - 0  
Fax: +49 (0)89 - 45 65 50 55  
e-mail: [info@conti-shipping.com](mailto:info@conti-shipping.com)  
[www.conti-shipping.com](http://www.conti-shipping.com)

## **Commercial ship management:**

**CONTI REEDEREI Management  
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85640 Putzbrunn/Munich, Germany  
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Fax: +49 (0)89 - 45 65 50 55  
e-mail: [info@conti-shipping.com](mailto:info@conti-shipping.com)  
[www.conti-shipping.com](http://www.conti-shipping.com)

## **Technical projekt management and operations:**

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e-mail: [info@reederei-nsb.com](mailto:info@reederei-nsb.com)  
[www.reederei-nsb.com](http://www.reederei-nsb.com)

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Bahnhofstraße 28 - 31  
28195 Bremen, Germany  
Phone: +49 (0)4 21 - 33 88 3 - 0  
Fax: +49 (0)4 21 - 33 88 3 - 92  
e-mail: [info@bbg-shipmanagement.com](mailto:info@bbg-shipmanagement.com)  
[www.bbg-shipmanagement.com](http://www.bbg-shipmanagement.com)

## **Chartering services:**

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20095 Hamburg, Germany  
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Fax: +49 (0)40 - 32 33 70 79  
e-mail: [office@continental-chartering.de](mailto:office@continental-chartering.de)  
[www.continental-chartering.de](http://www.continental-chartering.de)

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